

Message Text

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FM AMEMBASSY CARACAS

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INFO THE WHITE HOUSE IMMEDIATE

C O N F I D E N T I A L CARACAS 6391

LIMDIS

WHITE HOUSE FOR NSC ROBERT PASTOR

E.O. 11652: GDS

TAGS: PFOR, OVIP, VE, US

SUBJECT: PEREZ STATE VISIT: SOME FINAL THOUGHTS

1. THE FINAL FLURRY. IN TYPICAL VENEZUELAN FASHION THE GOV HAS
BEGUN TO FOCUS FULLY ON THE PEREZ VISIT AT THE FIGURATIVELY
LAST MOMENT. A FLURRY OF ACTIVITY HAS SWEEPED THROUGH THE VARIOUS
MINISTERIES IN THE LAST FEW DAYS, AND AN ALMOST FEVERISH PREPA-
RATION OF BRIEFING PAPERS, IDEAS AND SUGGESTIONS IS UNDER WAY.
THAT IS WHY THERE HAVE BEEN LATE ADDITIONS AND SUGGESTIONS
FOR AGENDA ITEMS (CARACAS 6319 AND 6386) AND SUDDEN FOCUSING
ON THINGS LIKE THE S/T AGREEMENT AFTER WEEKS OF INACTION. ADDI-
TIONAL IDEAS MAY WELL SURFACE BETWEEN NOW AND MONDAY.

2. PEREZ' OBJECTIVES. WHAT PEREZ (CAP) WANTS TO GET
OUT OF THE VISIT FALLS UNDER FOUR HEADINGS: A) TO IDENTIFY
AND JOIN WITH THE CARTER ADMINISTRATION'S BROAD MORAL AND PO-
LITICAL POLICIES--HUMAN RIGHTS, NON-PROLIFERATION, DE-
FENSE OF DEMOCRACY, ENVIRONMENT, ETC.--WITH WHICH THE
GOV FEELS A PARTICULAR AFFINITY. B) TO OBTAIN CONCRETE
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BENEFITS FROM CLOSE BILATERAL COOPERATION, E.G. TECHNOLOGY
TRANSFER, AID IN AGRICULTURE, ETC. C) TO CHAMPION, DEFEND
AND EXPLAIN TO US OFFICIALS OPEC POLICIES AND CONCEPTS
AND THIRD WORLD ASPIRATIONS AND POLICIES, AND TO INFLUENCE
OR NUDGE US PERCEPTIONS AND POSITIONS IN THEIR DIRECTIONS.
AND D) TO BECOME BETTER KNOWN IN THE US AND AMONG THE MEDIA
AS A WEIGHTY WORLD AND HEMISPHERE FIGURE.

3. THE FIRST TWO OF THESE WILL BE RELATIVELY EASY, SINCE THEY REST ON A BASIS OF SHARED INTERESTS. THE KEY FIGURE AMONG CAP'S ADVISERS ON THESE POINTS WILL BE THE FOREIGN MINISTER. THE THIRD IS THE MOST DIFFICULT BECAUSE IT REFLECTS BASICALLY CONFLICTING VIEWS AND INTERESTS. THE KEY FIGURE HERE IS PEREZ GUERRERO WHO IS THE ARCHITECT OF THE VENEZUELAN STRATEGY AND TACTICS ON THESE MATTERS, AND WHO HAS DEVELOPED AN INTEGRATED CONCEPTUAL STRATEGY CENTERED ON OPEC AS THE MAIN DEVICE AND SUPPORT FOR DEALING WITH NORTH/SOUTH, ECONOMIC GAPS, AND THE NEW INTERNATIONAL ECONOMIC ORDER. THE LAST IS DIEGO ARRIA'S PLAN TO "PACKAGE A PRESIDENT".

4. THE PERSONALITIES. THE GROUP COMPRISING THE OFFICIAL PARTY IS AN INFLUENTIAL ONE AND REPRESENTS A TEAM WITH SPECIALIZED FUNCTIONS WHICH WORKS WELL TOGETHER. THE STRONGEST FIGURE IN IT IS PEREZ GUERRERO. HE IS ALSO PROBABLY THE MOST PERSONALLY INFLUENTIAL WITH CAP, AND IS HIS INTELLECTUAL TUTOR ON INTERNATIONAL ECONOMIC AND DEVELOPMENTAL CONCEPTS AND STRATEGY. PEREZ GUERRERO IS TOUGH AND TENACIOUS AND HE WILL MAKE HIS CASE ELOQUENTLY. HE IS A CENTRAL FIGURE ON WHICH THE US SIDE SHOULD FOCUS AFTER CAP. THE MOST HELPFUL AND FRIENDLY OF THE GROUP WILL BE THE FOREIGN MINISTER, BUT HIS INFLUENCE AND CONTROL WILL PROBABLY NOT EXTEND MUCH BEYOND HUMAN RIGHTS AND HEMISPHERE MATTERS, AND HE DOES NOT POSSESS THE "HORSE POWER" OR IN-CONFIDENTIAL

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FLUENCE THAT PEREZ GUERRERO OR HURTADO DO. HURTADO AND HERNANDEZ ARE THERE FOR "TECHNICAL" MATTERS INVOLVING THEIR RESPECTIVE RESPONSIBILITIES--MONEY AND ENERGY. BOTH ARE GOOD. HURTADO PARTICULARLY IS ONE OF THE THREE OR FOUR MEMBERS OF THE CABINET HAVING GREATEST INFLUENCE ON CAP. HERNANDEZ IS A PARTICULARLY SENSIBLE, FAIR AND DECENT GENTLEMAN AND THAT THE OIL NATIONALIZATION PROCESS HAS GONE AS WELL AS IT HAS SO FAR IS DUE IN GREAT PART TO HIM. HE IS NOT SO MUCH INTERESTED IN TALKING ABOUT OPEC AS HE IS IN EXPLORING THE FUTURE BILATERAL RELATIONSHIP ON OIL AND ENERGY. ON THE LATTER, HE CAN BE CONSTRUCTIVE. DIEGO ARRIA IS ALSO HIGHLY INFLUENTIAL WITH CAP BUT HIS INTEREST AND TASK WILL BE BASICALLY PR AND NOT SUBSTANTIVE.

5. OF THE THREE AMBASSADORS, THE MOST IMPORTANT BY FAR IS UN AMB CONSALVE WHO WILL BE BACK-UP QUARTERBACK TO PEREZ GUERRERO WITH WHOM HE SHARES PHILOSOPHICAL VIEWS. AN OLD AD PARTY STALWART AND COMPATRIOT HE IS VERY CLOSE TO CAP. CONSALVE HAS CROSSED SWORDS WITH ARRIA (AS HAS ESCOBAR) AND THERE HAS BEEN SOME RIVALRY THERE.

6. CONSULTATIVE PROCESS. IT IS CLEAR FROM THE RANGE OF

ITEMS THAT THE GOV WANTS TO TALK ABOUT THAT THEY CANNOT
ALL BE TREATED WITH DURING THE VISIT. NEVERTHELESS THEIR
RANGE AND THEIR POTENTIAL FOR CONSTRUCTIVE COOPERATION AND
JOINT ACTION WITH US IS SUCH THT THEY OUGHT TO BE PURSUED.
THE VISIT SHOULD THEREFORE BE CONCEIVED OF AS THE INITIATION
OF A CONSULTATIVE PROCESS AND OF A MORE INTENSE STAGE OF
BILATERAL COOPERATION AND JOINT ACTION IN MULTILATERAL FORA.
FOR THAT REASON I RECOMMEND THAT WE MAKE UP OUR MINDS TO PUR-
SUE SOME KIND OF ON-GOING CONSULTATION AND FOLLOW-UP
PROCESS THAT WILL INVOLVE THE HIGH LEVELS OF BOTH GOVERNMENTS.
I DO NOT NECESSARILY SUGGEST FORMALIZED AND INSTITUTIONALIZED
PROCEDURES, BUT AT LEAST AGREEMENT ON PERIODIC CONSUL-
TATIONS AMONT PERTINENT MINISTERS AND EXPERTS. THE SCENARIO
WOULD PERHAPS BE THAT THE TWO PRESIDENTS MIGHT SET IN MOTION
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TWO OR THREE SUCH SPECIFIC CONSULTATIONS, E.G. FOLLOW-UP
BETWEEN HERNANDEZ AND SCHLESINGER FOLLOWING THE JULY OPEC
MEETING; CONSULTATIONS BETWEEN THE FOREIGN OFFICES ON THE
CARIBBEAN, ETC. THE VENEZUELAN WILL EXPECT THIS KIND OF
THING, AND FOR US IT IS AN EXCELLENT CHANCE TO CAPITALIZE
ON THE CIRCUMSTANCES TO CONSOLIDATE BENEFICIAL AND CONSTRUCTIVE
COOPERATION ON BILATERAL AND MULTILATERAL MATTERS.
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